

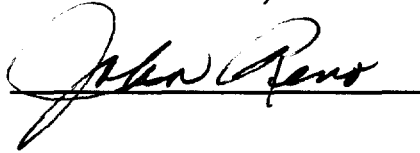
How to Find a Sports Internship for EXSCI 369

An Honors Project (HONORS 499)

by

Michelle R. Kleiber

Dr. John Reno, Advisor

A handwritten signature in cursive script, reading "John Reno", is written over a horizontal line.

Ball State University

Muncie, Indiana

April 20, 1993

Graduation Date: May 8, 1993

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PURPOSE OF THESIS

The sports administration program at Ball State University is fairly new and still is modifying its program. While I was involved in the program, I needed to complete EXSCI 369 which involves taking a sports internship for 12 hours of credit. There was very little information to start my search for an internship and I had little knowledge of what was expected of a student intern at an organization. I decided to do a project that will be located in the office of Dr. John Reno so future students will be able to understand what is needed to start looking for an internship, from a cover letter and resume to a self assessment of their needs and goals. This wasn't the only problem I felt needed to be addressed though. There is also little information on what organizations do offer internships and when the will be offered. I sent out 400 questionnaires asking different sports organizations about their internship programs. I received just under 200 back, and I compiled them into a reference manual. This reference manual is divided by each individual sport and also by geographical regions. Together, these two sections will make the internship search easier and hopefully a success.

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To complete the requirement for the Sports Administration major, every student must complete Exsci 369. This 12 hour course requires the student obtain an internship in a sports related field. The question that usually crosses every students mind is "How do I go about finding an internship?". This manual was created to help the internship process become a little easier for students of sports administration. The first part of the manual describes how to decide on which internships to pursue and how to get those internships. The second part of the manual is a reference section of internships. There are some organizations that do not offer internships that are included in this section so you will not waste any time apply at those particular organizations. Before you look in the reference section, you must decide which internships what best suit your goals and aspirations.

There are several things that must be considered when you are looking for an internship. Where?, when?, how much salary?, what will I be doing? are all typical questions of students getting ready to look for an internship.

Now that you have decided to start the search for an internship, several things must be decided. You must decide what semester would be best for you, which sports interest you, what locations would be appropriate, what salary you need, and what areas of concentration you would like to intern.

The next page is a worksheet that will help you organize your goals and objectives. By checking the appropriate answers after reading the accompanying text, it will help guide your search when you use the reference section on interviews.

INTERNSHIP WORKSHEET

1. SEMESTERS AVAILABLE

Check all semesters you will consider taking an internship.

- | | |
|------------------------------------|--|
| <input type="checkbox"/> spring | <input type="checkbox"/> spring and summer |
| <input type="checkbox"/> summer | <input type="checkbox"/> summer and fall |
| <input type="checkbox"/> fall | <input type="checkbox"/> fall and spring |
| <input type="checkbox"/> full year | |

2. SPORT OR ORGANIZATION

Check all sports or organizations that interest you or you could be interested and rank in order of preference.

- | | |
|-------------------------------------|--|
| <input type="checkbox"/> baseball | <input type="checkbox"/> amateur athletic associations |
| <input type="checkbox"/> basketball | <input type="checkbox"/> college athletics |
| <input type="checkbox"/> football | <input type="checkbox"/> high school athletics |
| <input type="checkbox"/> hockey | <input type="checkbox"/> soccer |

- | | |
|----------|----------|
| 1. _____ | 5. _____ |
| 2. _____ | 6. _____ |
| 3. _____ | 7. _____ |
| 4. _____ | 8. _____ |

3. GEOGRAPHIC REGION

List all cities and states where you can find living accommodations. Then list their geographic region from page 4.

City and State	Geographic Region
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

4. SALARY NEEDS

How much money will you need from this internship. (Remember, the majority are little to no pay.)

- | | |
|---|---|
| <input type="checkbox"/> unpaid | <input type="checkbox"/> hourly wages - \$300/month |
| <input type="checkbox"/> \$301 - \$500/month | <input type="checkbox"/> \$501 - \$750/month |
| <input type="checkbox"/> \$751 - \$1000/month | <input type="checkbox"/> \$over \$1000/month |

5. JOB INTERESTS

Check all areas of which you have training/experience or would like to specialize and rank in order of interest.

- | | |
|---|---|
| <input type="checkbox"/> sales | <input type="checkbox"/> marketing |
| <input type="checkbox"/> merchandising | <input type="checkbox"/> public relations |
| <input type="checkbox"/> media relations | <input type="checkbox"/> promotions |
| <input type="checkbox"/> broadcasting | <input type="checkbox"/> tickets/ticket manager |
| <input type="checkbox"/> groundskeeping | <input type="checkbox"/> facility operations |
| <input type="checkbox"/> sports information | |

- | | |
|----------|-----------|
| 1. _____ | 7. _____ |
| 2. _____ | 8. _____ |
| 3. _____ | 9. _____ |
| 4. _____ | 10. _____ |
| 5. _____ | 11. _____ |
| 6. _____ | |

The states are divided into the following geographic regions:

Alabama ----- South
Alaska ----- North
Arizona ----- South
Arkansas ----- South
California ---- West
Colorado ----- West
Connecticut --- East
Delaware ----- East
D.C. ----- East
Florida ----- South
Georgia ----- South
Hawaii ----- South
Idaho ----- North
Illinois ----- Midwest
Indiana ----- Midwest
Iowa ----- Midwest
Kansas ----- Midwest
Kentucky ----- Midwest
Louisiana ----- South
Maine ----- East
Maryland ----- East
Massachusetts - East
Michigan ----- Midwest
Minnesota ----- North
Mississippi --- South

Missouri ----- Midwest
Montana ----- North
Nebraska ----- West
New Hampshire -- East
New Jersey ----- East
New Mexico ----- South
New York ----- East
Nevada----- West
North Carolina - South
North Dakota --- North
Ohio ----- Midwest
Oklahoma ----- West
Oregon ----- North
Pennsylvania --- East
Rhode Island --- East
South Carolina - South
South Dakota --- North
Tennessee ----- South
Texas ----- South
Utah ----- West
Vermont ----- East
Virginia ----- East
Washington ----- North
West Virginia -- East
Wisconsin ----- North
Wyoming ----- West

When To Take An Internship

Internships rarely last shorter than a semester, but the majority run longer than a semester. As a potential intern, you must decide when the best time frame(s) would fit into your academic schedule. Plan your classes that you have left to take and make sure that the classes left will be offered when you return from your internship. If the internship is close to school, you may be able to work an agreement to take one or more classes and still work at the organization. One key thing to remember is the longer you work for an organization, the more you will learn in the internship and possibly get hired on staff. Turn to the worksheet on page 3 and complete section one. Check all time frames that you would be able to consider for an internship.

Which Sport(s) or Organization(s) to Pursue

Each internship is very demanding on your time and abilities. It is not uncommon if the sport is in season to work from 9am - 11pm. Other organizations are understaffed and employees work 50-80 hours a week. With these demands, a working knowledge and an interest in the sport or organization will help ease the long hours and tension. Go to section two of the worksheet on page 3 and check all sports or organizations that interest you and then rank them in order of interest to help narrow your search.

Where to Look for an Internship

As stated before, many internships do not pay very much. Even fewer organizations offer a housing stipend or housing arrangements. One of the best ways to cut costs is to use available housing. Look for internships close to where your parents, brothers/sisters, close relatives, or friends live. They may let you stay there for a reduced rent or even for free. That would save you a lot of money compared to renting an apartment by yourself. If there are no internships offered in those areas, look for areas around a university during the summer for cheap subleasing.

If none of the above work out, check with the different organizations you are considering about the cost of living in that area. You may also inquire whether they will assist you in finding suitable housing. Now go to section three and list all cities that you have contacts or you would like to work. Then go to page 4 and look up the state each city is in and write down the geographic region code that has been assigned to it. This will be used for the reference section of internships.

How Much Salary Do I Need

Internships are in high demand and the supply of them is limited. According to simple economics, many internships pay little to no money for the salary. It is necessary for the intern to decide how much money he/she needs. Internships that are unpaid usually have less applicants than ones with pay involved and are sometimes easier to obtain. Even though some internships are considered "unpaid", you may get paid for game day work (like seasonal employment). Go to section four of the worksheet on page 3 and check the least amount of salary you will need. When looking through the reference section, look for all internship that have a salary greater or equal to the amount you have checked.

What Areas of Concentrations Should You Pursue

Your best chance at an internship is in an area that you are studying. If you have another major or a minor in public relations, journalism, telecommunications, marketing or business you should actively pursue those areas. Make sure you emphasize any job experiences you have in these areas. An area that you are interested or have experience in will make the long hours and hard work easier to handle. Go to section five of the worksheet on page 3 and check all areas that interest you or you have experience, then rank them in order of preference to help narrow your search.

Making Initial Contacts Within the Organizations

Now that you have started narrowing your search for an internship, where do you go now? The next step is establishing contact within organizations. Most students wait till the end of their academic career to begin looking for an internship, when actually it should begin earlier in their academic careers. Jobs in sports are in high demand and organizations receive hundreds of resumes and cover letters each year for 1 or 2 jobs as interns. The best way to establish your name within an organization is to make frequent, but being careful not to overbear, contacts with different administrators within that organization. If you live near an organization, see if you can make an appointment to talk with that administrator. Ask the person about the responsibilities of their job, about different jobs within the organizations, about last year's key promotions, last year's problems and how they were solved, and about next year's projections. Ask if you may offer some of your services, free of charge, during a home game to understand what needs to be done during a game. Soon after that interview, send a thank you letter to that person for their time and information. Hopefully through this, the organization will begin to know you. You may later want to inquire into the nature of their internship program(s) and ask if you may submit a resume and a letter of application. You may not get the job that year, but if you continue to show devotion of time to the team you may be considered highly for next year.

If you are unable to make a personal contact with an administrator, the next best way is to send a resume and cover letter. Since the organization will not know you on a personal level, they must get to know you through the letter and resume. As noted before, teams receive hundreds of these a year, therefore you must make sure your letter and resume are noticed. Resumes can be professionally done, or you can do them on a computer, print them off on a laser printer, and have them copied onto stationery at a local printer. Good colors for the paper are

cream and light grey. There are two types of resumes, skill and chronological resumes.

Skills resumes center on skills that were received through past jobs or experiences. This style might be very useful for those students who have not had many jobs, but do have the skills needed for the job they are applying (Halpren, 380). In contrast, a functional resume highlights a person's past work experiences while listing the skills received under each employment. The work experiences are arranged according to importance of the job and skills received (Halpren, 379). On both resumes you should include an employment objective and educational background. If you have a good GPA, show case it by including it under your educational background, but it is not necessary unless an employer asks for it. Include your degrees received or are pursuing. Also, you may want to include courses that might be pertinent to the job you are applying. To set yourself apart from the other candidate, always include activities and honors. Any groups, awards, or scholarships should be included. The last section is optional for all resumes, references. You may chose to include them on a separate page or cite that they will be furnished upon request. Remember though, employers are busy and if the references are included, it makes the contacting of references much easier. Make sure you contact all references personally and ask them permission to use them as a reference. This way they will know that you are applying for positions and to be ready for any contact (Halpren, 382-383). There are examples of a skills resume on page 9 and a functional resume on page 10. Remember when constructing a resume to use action and descriptive words. Examples of these words are on page 11.

Cover Letter

The next step is to construct your cover letter. This cover letter will introduce yourself and your interest in the company or organization. This letter will explain how your skills will fit in with the company or organization. There is an example of a cover letter of page 12 of this manual.

MICHELLE RENE KLEIBER

College Address:
1801 #1D Royale
Muncie, Indiana 47304
(317) 284-5089

Home Address:
1033 E. Dunne
Morton, Illinois 61550
(309) 263-7248

OBJECTIVE

Junior in the Honors Colleges of Business and Physical Education at Ball State University desires summer position as intern in sports management in the Peoria area.

EDUCATION

■ Candidate for Bachelor of Science degree in Corporate and Financial Institution Finance and Sports Administration from Ball State University in May 1993. GPA 3.4/4.0.

SKILLS

Communication

- Patron correspondence at Museum of Art
- Editing and publishing exhibit information
- Head tennis instructor for three years intermediate, and adult tennis programs

Leadership

- President of Delta Sigma Pi
- Organized parents weekend for Delta Sigma Pi

Organization

- Computer operations at Museum of Art
- Balancing of receipts and revenues during registration

ACTIVITIES AND HONORS

- Recipient of Presidential Scholarship
- Member and President of Delta Sigma Pi Professional Business Fraternity
- Member of Alpha Lambda Delta Freshman Honorary Society
- Member of Phi Epsilon Kappa Honorary Physical Education Fraternity
- Member of the Honors College

WORK EXPERIENCE

- Ball State Museum of Art, October 1990-present
- Tennis Instructor, Summer employment 1989-1992

REFERENCES INCLUDED

MICHELLE RENE KLEIBER

College Address:
1801 #1D Royale
Muncie, Indiana 47304
(317) 284-5089

Home Address:
1033 E. Dunne
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EDUCATION

- Candidate for Bachelor of Science degree in Corporate and Financial Institution Finance and Sports Administration from Ball State University in May 1993. GPA 3.4/4.0.

EXPERIENCE

Ball State University Museum of Art, October 1990-present

- Computer Operations
- Patron Correspondence
- Editing and publishing exhibit information

Morton Park District, Summer employment 1989-1992

- Head tennis instructor for three years
- Balancing of receipts and revenues during summer registration

ACTIVITIES AND HONORS

- Recipient of Presidential Scholarship
- Member and President of Delta Sigma Pi Professional Business Fraternity
- Member of Alpha Lambda Delta Freshman Honorary Society
- Member of Phi Epsilon Kappa Honorary Physical Education Fraternity

PERTINENT COURSES STUDIED

- | | |
|----------------------------|----------------------------|
| ■ Sports Seminar | ■ Modern Athletic Programs |
| ■ Athletic Governance | ■ Computer Applications |
| ■ Sports Information | ■ Accounting I, II, III |
| ■ Principles of Finance | ■ Business Communications |
| ■ Principles of Management | ■ Principles of Marketing |

REFERENCES AVAILABLE UPON REQUEST

KEY WORDS FOR RESUME PREPARATION

ACTION WORDS

ACTIVELY	ELIMINATED	MOTIVATED	RESPONSIBLE
ACCELERATED	ESTABLISHED	ORGANIZED	RESPONSIBILITIES
ADAPTED	EVALUATE	ORIGINATE	REVISE
ADMINISTER	EXPANDED	PARTICIPATED	REVIEW
ANALYZE	EXPEDITE	PERFORM	SCHEDULE
APPROVE	FOUNDED	PLAN	SIGNIFICANTLY
COORDINATE	GENERATE	PINPOINTED	SIMPLICITY
CONCEIVED	INCREASED	PROGRAM	SET UP
CONDUCT	INFLUENCE	PROPOSED	SOLVE
COMPLETED	IMPLEMENTED	PROVED	STRATEGY
CONTROL	INTERPRET	PROVIDE	STRUCTURE
CREATED	IMPROVED	PROFICIENT	STREAMLINE
DELEGATE	LAUNCHED	RECOMMEND	SUCCESSFULLY
DEVELOP	LEAD	REDUCED	SUPERVISE
DEMONSTRATE	LECTURE	REINFORCED	SUPPORT
DIRECT	MAINTAIN	REORGANIZED	TEACH
EFFECT	MANAGE	REVAMPED	

SELF DESCRIPTIVE WORDS

ACTIVE	DETERMINED	INDEPENDENT	REALISTIC
ADAPTABLE	DIPLOMATIC	LOGICAL	RELIABLE
AGGRESSIVE	DISCIPLINED	LOYAL	RESOURCEFUL
ALERT	DISCRETE	MATURE	RESPECTIVE
AMBITIOUS	ECONOMICAL	METHODICAL	SELF-RELIANT
ANALYTICAL	EFFICIENT	OBJECTIVE	SENSE-OF-HUMOR
ATTENTIVE	ENERGETIC	OPTIMISTIC	SINCERE
BROAD MINDED	ENTERPRISING	PERCEPTIVE	SOPHISTICATED
CONSCIENTIOUS	ENTHUSIASTIC	PERSONABLE	SYSTEMATIC
CONSISTENT	EXTROVERTED	PLEASANT	TACTFUL
CONSTRUCTIVE	FAIR	POSITIVE	TALENTED
CREATIVE	FORCEFUL	PRACTICAL	WILL TRAVEL
DEPENDABLE	IMAGINATIVE	PRODUCTIVE	WILL RELOCATE

Taken from Dr. Jones' BEOA 241 manual

EXAMPLE COVER LETTER

February 15, 1993

1801 #1D Royale
Muncie, IN 47304

Mr. Mike Nelson
Meinen Field
1524 West Nebraska Avenue
Peoria, IL 61604

Dear Mr. Nelson:

I wish to be considered for an internship with the Peoria Chiefs during the summer of 1992. The overview I received on my visit with you and your staff this summer has made me aware the Peoria Chiefs can provide me with an education that cannot be learned in the classroom. I believe the experience I will gain as an intern with the Peoria Chiefs will afford me valuable insights into the various organizational and administrative aspects of a sports organization. I am particularly interested in working with the Peoria Chiefs because I live in the Peoria area and have enjoyed attending games for several years.

While going to school and working at the Museum of Art, I learned the valuable quality of time management. With deadlines to meet, I have learned to pace my given projects so that they may be done not only on time but also done correctly. These time management skills have crossed over into my school work and I have also applied them to my summer job as a tennis instructor. A great amount of time, patience, and coordination goes into planning and executing a tennis program. I learned to work with parents and children, to schedule convenient and efficient times for lessons, and to conduct lessons with little or no supervision.

With my information from business classes, I would offer the Peoria Chiefs an intern with strong business knowledge that could be applied in the areas of management, marketing, sales, accounting, and finance. I have been involved in many campus activities including being president of my business fraternity. While being president I learned to interact with various groups and people within the university and members of the community. These personal relation skills would be a vital asset to you and your staff because I am not hesitant to converse with patrons or clients.

My enclosed resume contains pertinent information concerning my education and work experience and my transcripts can be made available at your request. Also, I am available for a personal interview at your convenience. Thank you for your consideration, and I look forward to hearing from you.

Sincerely,

Michelle R. Kleiber

enc: resume

The final step in getting an internship is the interview. With a flawless resume and cover letter and interview becomes very crucial. Since working in sports requires dealing with the public and clients, interviewers will be looking for special criteria. Some interviewers will be looking for an intern who will be able to eventually work for them. Their philosophy is why should they train you and have you work for someone else. Patrick McKernan, President and General Manager of the Albuquerque Dukes, follows this philosophy and only hires interns when there is a possibility of a full time position opening. The majority of the organizations are looking for an outgoing student. As William Rumbold, Director of Operations for the Rochester Red Wings, said "A well dressed, outgoing 'C' student will usually bump a timid 'A' student because in minor league baseball, sales and client/jan service are the keys to a fruitful operation. Aggressive, but not overbearing, is what we look for." An intern should always prepare for the interview. Outline answers to questions the interviewer might ask you. Some example questions in an interview are located on page 15. Also prepare a list of questions you would like to ask the employer about the team, the organization, or the internship. Remember that the interview is conducted in a business setting and appropriate business attire should be worn. A suit for males and a business suit or a conservative dress for females should be worn.

SIXTEEN MOST ASKED QUESTIONS IN THE INTERVIEW

1. What would you do if ... ? (Imagined situations that test a person's knowledge of the job.)
2. In what type of position are you most interested?
3. Have you ever had your driver;s license revoked?
4. What jobs have you held, how were they obtained, and why did you leave?
5. What are your ideas on salary?
6. Why do you think you would like to work for our organization.
7. How long do you expect to work here?
8. Can you supply us with recommendations?
9. Are you willing to go where the organization sends you?
10. Are you looking for a permanent or a temporary job?
11. Tell me something about yourself.
12. We have many qualified applicants. Why do YOU think we should hire you for this position?
13. Have you had any serious injury or illness?
14. What are your weaknesses, and what are your strengths?
15. Do you have any questions about this organization or the job?
16. How do you feel about working with a younger or older supervisor?

Taken from Dr. Jones' BEOA 241 manual

EXSCI 369

Once you have received an internship, clear it with Dr. Reno and make sure you sign up for EXSCI 369 for the semester in which you will be at your internship. You will need to obtain a permission slip from Dr. Reno or his secretary. Remember, this internship is worth 12 hours of credit. During your internship, you need to keep a daily log of all activities you perform. You should also keep a file of all forms you use and copies of things you do. If your internship will not be completed by the end of the semester, notify Dr. Reno and he will file an incomplete grade. When the internship is complete, have your immediate supervisor write a letter of recommendation with a suggestion for a letter grade. You can hand deliver the letter or the supervisor may send it to Dr. Reno. The intern also needs to write a paper about their intern experience. Included should be what they were responsible for doing, what they learned, details of any special events that took place, the problems encountered in the internship, and finally the successes of the internship. At the end of this paper, the interns should include the daily log and the file they kept. This should all be turned into Dr. Reno at the completion of the internship.

Reference for Sports Internships

The next 200 pages are a compilation of the responses received to a questionnaire that was sent out. Included in this reference section are several organizations that do not offer internships, but this is only to help narrow down the search and not waste time applying at these organizations. The reference section is by no means a complete compilation of all the internships available in the United States. Major colleges and universities were not contacted and still other organizations did not return the questionnaire. The reference section is organized according to geographic regions and the sports or organizations each is involved.

The worksheet completed earlier will guide you step by step through each page and whether that internship is one you should apply. At the end of the reference section is an index of all cities that are used in the reference section for your convenience. There is also included an "Other Materials Section" which includes various information of different internships and applications. Looking at these will help you gain an understanding of what employers are looking for and job requirements.

Good luck to you and your search for an internship. I hope this manual will be of great service to you search for a sports internship.

BIBLIOGRAPHY

Halpren, Jeanne, Judith Kilborn, and Agnes Lokke. **Business Writing Strategies and Samples**. New York: Macmillan Publishing, 1988.

McKernan, Patrick. President and General Manager of Albuquerque Dukes. Interview on 2/12/93.

Rumbold, William. Director of Operations for Rochester Red Wings. Interview on 2/10/93.

EAST



ASSOCIATION

1. Name of Organization: NATIONAL INVITATIONAL TOURNAMENT
 Contact person: CATHERINE SCOBLOCK
 Contact address: 19 WEST STREET, SUITE 2010
NEW YORK, NY 10004
 Contact phone: (212)425-6510

2. Number of total internships offered:
0 paid 3 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr ____ est. hours

4. Housing stipend: Provides housing arrangements:
X yes \$10/DAY ____ no ____ yes X no

 Provides any transportation:
 ____ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>1</u>
Spring Semester (Jan-Apr)	<u>1</u>
Summer Semester (May-Aug)	<u>1</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u> </u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u> </u> Ticket Sales/Manager
<u> </u> Merchandising	<u>X</u> Other <u>OFFICE RESPONSIBILITIES</u>

7. Special requirements for this internship:
THEY PREFER TO HAVE STUDENTS WHO ARE WELL EDUCATED
OR DEVOTED FOLLOWERS OF BASKETBALL OR SPORTS
ADMINISTRATION MAJORS.

1. Name of Organization: UNITED STATES TENNIS ASSOCIATION
Contact person: BRUCE LEVY
Contact address: 70 WEST RED OAK LANE
WHITE PLAINS, NY 10604
Contact phone: (914)696-7000
2. Number of total internships offered:
0 paid 1 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$____/hr _____ est. hours
4. Housing stipend: _____ Provides housing arrangements:
___ yes \$_____ X no ___ yes X no
- Provides any transportation:
___ yes X no
5. When internships are offered and how many:
- | | how many: |
|---------------------------|-----------|
| Fall Semester (Sept-Dec) | <u>0</u> |
| Spring Semester (Jan-Apr) | <u>0</u> |
| Summer Semester (May-Aug) | <u>1</u> |
| Full Year (____-____) | <u>0</u> |
| Combination (____-____) | <u>0</u> |
6. Intern will be responsible for:
- | | |
|--------------------------|--|
| ___ Sales | ___ Facility Management/Operations |
| ___ Marketing/Promotions | ___ Ticket Sales/Manager |
| ___ Merchandising | <u>X</u> Other <u>MEDIA RELATIONS AND</u>
<u>POSITIONA AT US OPEN</u> |
7. Special requirements for this internship:
NONE

MIDWEST



ASSOCIATION

1. Name of Organization: NAIA
 Contact person: ADDRESS TO INDIVIDUAL DEPARTMENTS
 Contact address: 1221 BALTIMORE AVENUE
KANSAS CITY, MO 64105
 Contact phone: (816)842-5050

2. Number of total internships offered:
2-3 paid 0 unpaid

3. A paid internship pays the following:
\$400/MONTH salary/stipend \$____/hr ____ est. hours

4. Housing stipend: Provides housing arrangements:
 ____ yes \$____ X no ____ yes X no

 Provides any transportation:
 ____ yes X no

5. When internships are offered and how many:

Fall Semester (Sept-Dec)
 Spring Semester (Jan-Apr)
 Summer Semester (May-Aug)
 Full Year (Aug - June)
 Combination (____ - ____)

how many:
1
1
0
1
0

6. Intern will be responsible for:

____ Sales
X Marketing/Promotions
____ Merchandising

____ Facility Management/Operations
____ Ticket Sales/Manager
X Other SPORTS INFO/RELATIONS

7. Special requirements for this internship:
COMPUTER SKILLS-MINIMUM JUNIOR YEAR OF COLLEGE
COMPLETED, MOST ARE GRADUATES WORKING ON A SPORTS
MANAGEMENT DEGREE.

1. Name of Organization: NCAA
Contact person: STANLEY D. JOHNSON
Contact address: 6201 COLLEGE BOULEVARD
OVERLAND PARK, KANSAS 66211
Contact phone: (913)339-1906
2. Number of total internships offered:
8 paid 0 unpaid
3. A paid internship pays the following:
\$15,600/YEAR salary/stipend \$____/hr ____est. hours
4. Housing stipend: Provides housing arrangements:
____ yes \$____ X no ____ yes X no
Provides any transportation:
____ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 0
Spring Semester (Jan-Apr) 0
Summer Semester (May-Aug) 0
Full Year (Sept - Aug) 8
Combination (____-____) 0
6. Intern will be responsible for:
____ Sales ____ Facility Management/Operations
____ Marketing/Promotions ____ Ticket Sales/Manager
____ Merchandising X Other ADMINISTRATION
7. Special requirements for this internship:
SEE "OTHER MATERIALS" SECTION FOR MORE INFORMATION
AND BOOKLETS ON THE NCAA INTERNSHIP PROGRAM.

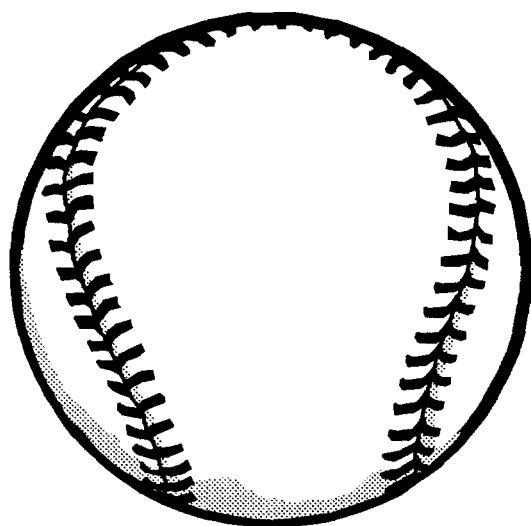
WEST



ASSOCIATION

1. Name of Organization: U.S. OLYMPIC COMMITTEE
Contact person: JAN SCHNITTGER, INTERN COORDINATOR
Contact address: ONE OLYMPIC PLAZA
COLORADO SPRINGS, CO 80909-5760
Contact phone: (719)578-4575
2. Number of total internships offered:
30 paid 0 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$ 1.13/hr 40 est. hours
4. Housing stipend: _____ Provides board & housing arrangements:
 yes \$ _____ X no X yes no
- Provides any transportation:
 yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 30
Spring Semester (Jan-May) 30
Summer Semester (June-Aug) 30
Full Year (____-____) _____
Combination (____-____) _____
6. Intern will be responsible for:
 Sales Facility Management/Operations
 X Marketing/Promotions Ticket Sales/Manager
 Merchandising X Other VARIOUS TASKS
7. Special requirements for this internship:
MUST BE ENROLLED IN A DEGREE BEARING PROGRAM. MUST ALSO HAVE COMPLETED AT LEAST 2 YEARS OF COLLEGE. SEE "OTHER MATERIALS" SECTION FOR MORE INFORMATION.

EAST



BASEBALL

1. Name of Organization: ALBANY-COLONIE YANKEES
 Contact person: GEORGE BREEZINSKI
 Contact address: HERITAGE PARK, ALBANY-SHAKER ROAD
ALBANY, NY 12211
 Contact phone: (518)869-9236

2. Number of total internships offered:
0 paid 4 unpaid with some hourly wages during season

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr ____ est. hours

4. Housing stipend: Provides housing arrangements:
 ____ yes \$_____ X no ____ yes X no

 Provides any transportation:
 ____ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>0</u>
Summer Semester (May-Aug)	<u>4</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>X</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u>X</u> Merchandising	____ Other _____

7. Special requirements for this internship:
SPORTS ADMINISTRATION DEGREE PREFERRED.

1. Name of Organization: AUBURN ASTROS
 Contact person: DEREK DUIN
 Contact address: PO BOX 651
AUBURN, NY 13021
 Contact phone: (315)255-2489

2. Number of total internships offered:
2 paid 0 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$4.50/hr 20 est. hours

4. Housing stipend: _____ Provides housing arrangements:
 yes \$_____ X no yes X no
 Provides any transportation:
 yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>0</u>
Summer Semester (May-Aug)	<u>0</u>
Full Year (____-____)	<u>0</u>
Combination (<u>June</u> - <u>Aug</u>)	<u>2</u>

6. Intern will be responsible for:

<u> </u> Sales	<u>X</u> Facility Management/Operations
<u> </u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u> </u> Merchandising	<u> </u> Other _____

7. Special requirements for this internship:
NONE

1. Name of Organization: BOSTON RED SOX PUBLIC RELATIONS
 Contact person: JO ANN BONIN, PR ASSISTANT
 Contact address: 4 YAWKEY WAY
BOSTON, MA 02215
 Contact phone: (617)267-9440

2. Number of total internships offered:
2 paid 0 unpaid

3. A paid internship pays the following:
\$200/MONTH salary/stipend \$____/hr ____est. hours

4. Housing stipend: Provides housing arrangements:
 ____ yes \$____ X no ____ yes X no

 Provides any transportation:
 ____ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>0</u>
Summer Semester (May-Aug)	<u>0</u>
Full Year (____-____)	<u>0</u>
Combination (<u>Jan</u> - <u>June</u>)	<u>1</u>
Combination (<u>June</u> - <u>Dec</u>)	<u>1</u>

6. Intern will be responsible for:

<u> </u> Sales	<u> </u> Facility Management/Operations
<u> </u> Marketing/Promotions	<u> </u> Ticket Sales/Manager
<u> </u> Merchandising	<u>X</u> Other <u>PUBLIC RELATIONS</u>

7. Special requirements for this internship:
THE INTERNSHIP IS VERY TIME CONSUMING AND REQUIRES A FULL TIME COMMITMENT.

1. Name of Organization: BOSTON RED SOX MARKETING DEPT.
 Contact person: _____
 Contact address: 4 YAWKEY WAY
BOSTON, MA 02215
 Contact phone: (617)262-1915

2. Number of total internships offered:
 ___ paid ___ unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr ___ est. hours

4. Housing stipend: Provides housing arrangements:
 ___ yes \$_____ X no ___ yes X no

 Provides any transportation:
 ___ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	0
Spring Semester (Jan-Apr)	0
Summer Semester (May-Aug)	<u>VARIES</u>
Full Year (____-____)	0
Combination (____-____)	0

6. Intern will be responsible for:

___ Sales	___ Facility Management/Operations
<u>X</u> Marketing/Promotions	___ Ticket Sales/Manager
___ Merchandising	___ Other _____

7. Special requirements for this internship:
THE SPECIFICS ON THIS INTERNSHIP ARE NOT FINAL. PLEASE
CALL THE MARKETING OFFICE FOR ADDITIONAL INFORMATION.

1. Name of Organization: BRISTOL BASEBALL INC.
Contact person: BOYEE E COX
Contact address: _____
Contact phone: () - _____
2. Number of total internships offered:
0 paid 0 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$____/hr _____est. hours
4. Housing stipend: _____ Provides housing arrangements:
___ yes \$_____ ___ no ___ yes ___ no
Provides any transportation:
___ yes ___ no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) _____
Spring Semester (Jan-Apr) _____
Summer Semester (May-Aug) _____
Full Year (____-____) _____
Combination (____-____) _____
6. Intern will be responsible for:
___ Sales ___ Facility Management/Operations
___ Marketing/Promotions ___ Ticket Sales/Manager
___ Merchandising ___ Other _____
7. Special requirements for this internship:
THIS IS A NON-PROFIT ORGANIZATION AND IS RUN BY VOLUNTEERS.

1. Name of Organization: BUFFALO BISONS
 Contact person: MARGARET RUSSO
 Contact address: PO BOX 450
BUFFALO, NY 14205-0450
 Contact phone: (716)846-2254

2. Number of total internships offered:
 paid NUMEROUS unpaid

3. A paid internship pays the following:
 \$ salary/stipend \$ /hr est. hours

4. Housing stipend: yes \$ X no Provides housing arrangements:
 yes \$ X no yes \$ X no

 Provides any transportation:
 yes \$ X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u> 0 </u>
Spring Semester (Jan-Apr)	<u> 0 </u>
Summer Semester (May-Aug)	<u> 0 </u>
Full Year (<u> </u> - <u> </u>)	<u>VARIES</u>
Combination (<u> </u> - <u> </u>)	<u> 0 </u>

6. Intern will be responsible for:

<u> X </u> Sales	<u> X </u> Facility Management/Operations
<u> X </u> Marketing/Promotions	<u> X </u> Ticket Sales/Manager
<u> X </u> Merchandising	<u> </u> Other <u> </u>

7. Special requirements for this internship:
MUST COMPLETE APPLICATION, CONTACT BISONS FOR APPLICATION.

1. Name of Organization: CHARLESTON RAINBOWS
 Contact person: ROB DLUGOZIMA
 Contact address: PO BOX 20849
CHARLESTON, SC 29413
 Contact phone: (803)723-7241

2. Number of total internships offered:
VARIES paid VARIES unpaid

3. A paid internship pays the following:
 \$ NEGOTIABLE salary/stipend \$____/hr ____est. hours

4. Housing stipend: _____ Provides housing arrangements:
 __ yes \$_____ X no __ yes X no

 Provides any transportation:
 __ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>VARIES</u>
Spring Semester (Jan-Apr)	<u>VARIES</u>
Summer Semester (May-Aug)	<u>VARIES</u>
Full Year (____-____)	<u>VARIES</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>X</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u>X</u> Merchandising	__ Other _____

7. Special requirements for this internship:
MUST BE EAGER AND WILLING TO DO ALMOST ANYTHING.

1. Name of Organization: ELMIRA PIONEERS BASEBALL CLUB
Contact person: C.H. SMOLL
Contact address: PO BOX 238
ELMIRA, NY 14902
Contact phone: (607)734-1811
2. Number of total internships offered:
2 paid 1 unpaid
3. A paid internship pays the following:
\$150/WEEK salary/stipend \$____/hr ____est. hours
PLUS SOME EXPENSES
4. Housing stipend: Provides housing arrangements:
__ yes \$____ X no __ yes X no
Provides any transportation:
__ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 1
Spring Semester (Jan-Apr) 0
Summer Semester (May-Aug) 1-2
Full Year (____-____) 0
Combination (____-____) 0
6. Intern will be responsible for:
__ Sales __ Facility Management/Operations
X Marketing/Promotions __ Ticket Sales/Manager
__ Merchandising X Other RADIO/CONCESSIONS
7. Special requirements for this internship:
STUDENT WITH AVERAGE INTELLIGENCE OR ABOVE, GOOD COMMUNICATIONS, UPBEAT, POSITIVE AND HARD WORKING PERSON, NON-COMPLAINER, NON-CLOCKWATCHER, WILLINGNESS TO TAKE ON ANY PROJECT, TEAM PLAYER.

1. Name of Organization: ERIE SAILORS PROFESSIONAL BASEBALL
Contact person: KATHY LUMBARD-COBB, ASST. GM
Contact address: PO BOX 488
ERIE, PA 16512
Contact phone: (814)459-7245
2. Number of total internships offered:
0 paid 4 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$4.25/hr 120est. hours
(GAME WAGES)
4. Housing stipend: _____ Provides housing arrangements:
 yes \$_____ X no yes X no
- Provides any transportation:
 yes X no
5. When internships are offered and how many:
- | | how many: |
|---------------------------|-----------|
| Fall Semester (Sept-Dec) | <u>0</u> |
| Spring Semester (Jan-Apr) | <u>1</u> |
| Summer Semester (May-Aug) | <u>3</u> |
| Full Year (____-____) | <u>0</u> |
| Combination (____-____) | <u>0</u> |
6. Intern will be responsible for:
- | | |
|-----------------------------------|---|
| <u> X </u> Sales | <u> X </u> Facility Management/Operations |
| <u> X </u> Marketing/Promotions | <u> X </u> Ticket Sales/Manager |
| <u> </u> Merchandising | <u> X </u> Other <u> GROUNDKEEPING </u> |
7. Special requirements for this internship:
NONE

1. Name of Organization: FREDERICK KEYS
 Contact person: LARRY R. MARTIN, GM
 Contact address: PO BOX 3169
FREDERICK, MD 21705
 Contact phone: (301)662-0013

2. Number of total internships offered:
6 paid 0 unpaid

3. A paid internship pays the following:
\$500-600/MONTH salary/stipend \$____/hr ____est. hours

4. Housing stipend: _____ Provides housing arrangements:
 __ yes \$_____ X no __ yes X no

 Provides any transportation:
 __ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>0</u>
Summer Semester (May-Aug)	<u>6</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>__</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u>X</u> Merchandising	<u>__</u> Other _____

7. Special requirements for this internship:
GPA, SPORTS MANAGEMENT/ADMINISTRATION MAJOR.

1. Name of Organization: GENEVA CUBS BASEBALL INC.
 Contact person: DOUG ESTES, GENERAL MANAGER
 Contact address: PO BOX 402
GENEVA, NY 14456
 Contact phone: (315)789-2827

2. Number of total internships offered:
0 paid 1-2 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr ____ est. hours

4. Housing stipend: _____ Provides housing arrangements:
 __ yes \$_____ X no X yes ____ no

 Provides any transportation:
 __ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>0</u>
Summer Semester (May-Aug)	<u>1-2</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>X</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
__ Merchandising	__ Other _____

7. Special requirements for this internship:
NONE

1. Name of Organization: HAGERSTOWN SUNS
 Contact person: STEVE MCCORMICK
 Contact address: PO BOX 230
HAGERSTOWN, MD 21740
 Contact phone: (301)791-6266

2. Number of total internships offered:
2 paid 0 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$30/game 71 est. hours

4. Housing stipend: Provides housing arrangements:
 yes \$_____ X no X yes no

 Provides any transportation:
 yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>2</u>
Summer Semester (May-Aug)	<u>0</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u> </u> Sales	<u> X </u> Facility Management/Operations
<u> </u> Marketing/Promotions	<u> X </u> Ticket Sales/Manager
<u> X </u> Merchandising	<u> X </u> Other <u> GROUNDKEEPING </u>

7. Special requirements for this internship:
PREFER SOMEONE WITH A SPORTS ADMINISTRATION
DEGREE/BACKGROUND.

1. Name of Organization: HARRISBURG SENATORS BASEBALL CLUB
Contact person: TODD VANDER WOUDE
Contact address: PO BOX 15757
HARRISBURG, PA 17105
Contact phone: (717)231-4444
2. Number of total internships offered:
1 paid 0 unpaid
3. A paid internship pays the following:
\$1000/MONTH salary/stipend \$____/hr ____est. hours
4. Housing stipend: Provides housing arrangements:
__ yes \$____ X no __ yes X no
Provides any transportation:
__ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 0
Spring Semester (Jan-Apr) 0
Summer Semester (May-Aug) 0
Full Year (____-____) 0
Combination (Jan - Sept) 1
6. Intern will be responsible for:
X Sales X Facility Management/Operations
X Marketing/Promotions X Ticket Sales/Manager
__ Merchandising __ Other _____
7. Special requirements for this internship:
HAVE AN INTEREST IN BASEBALL (GENERAL) AND HAVE A WILLINGNESS TO WORK LONG HOURS.

1. Name of Organization: JAMESTOWN EXPOS
Contact person: TOM O'REILLY
Contact address: PO BOX 338
JAMESTOWN, NY 14702
Contact phone: (716)665-4092
2. Number of total internships offered:
2 paid 0 unpaid
3. A paid internship pays the following:
\$700/MONTH salary/stipend \$____/hr ____est. hours
4. Housing stipend: Provides housing arrangements:
____ yes \$____ X no X yes ____ no
Provides any transportation:
____ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 0
Spring Semester (Jan-Apr) 0
Summer Semester (May-Aug) 2
Full Year (____-____) 0
Combination (____-____) 0
6. Intern will be responsible for:
X Sales X Facility Management/Operations
X Marketing/Promotions X Ticket Sales/Manager
X Merchandising ____ Other _____
7. Special requirements for this internship:
WE PREFER BUSINESS AND SPORTS ADMINISTRATION
BACKGROUNDS, ALONG WITH A VIBRANT PERSONALITY.

1. Name of Organization: LYNCHBURG RED SOX
 Contact person: PAUL SUNWALL
 Contact address: PO BOX 10213
LYNCHBURG, VA 24506
 Contact phone: (804)528-1144

2. Number of total internships offered:
1 paid 1 unpaid

3. A paid internship pays the following:
\$500/MONTH salary/stipend \$____/hr ____est. hours

4. Housing stipend: Provides housing arrangements:
 yes \$____ X no yes X no

 Provides any transportation:
 yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>0</u>
Summer Semester (May-Aug)	<u>0</u>
Full Year (____ - ____)	<u>0</u>
Combination (<u>Mar</u> - <u>Sept</u>)	<u>2</u>

6. Intern will be responsible for:

<u>X</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u> </u> Ticket Sales/Manager
<u> </u> Merchandising	<u>X</u> Other <u>CONCESSIONS</u>

7. Special requirements for this internship:
NONE

1. Name of Organization: MAJOR LEAGUE PLAYERS ASSOCIATION
Contact person: MARTHA CHILD
Contact address: 805 THIRD AVENUE
NEW YORK, NY 10022
Contact phone: (212)826-0808
2. Number of total internships offered:
0 paid 0 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$____/hr _____est. hours
4. Housing stipend: _____ Provides housing arrangements:
___ yes \$_____ ___ no ___ yes ___ no
- Provides any transportation:
___ yes ___ no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) _____
Spring Semester (Jan-Apr) _____
Summer Semester (May-Aug) _____
Full Year (____-____) _____
Combination (____-____) _____
6. Intern will be responsible for:
___ Sales ___ Facility Management/Operations
___ Marketing/Promotions ___ Ticket Sales/Manager
___ Merchandising ___ Other _____
7. Special requirements for this internship:
OUR ORGANIZATION IS VERY SMALL. THE ONLY INTERNS WE HIRE ARE SUMMER LAW CLERKS FROM LAW SCHOOLS IN NEW YORK.

1. Name of Organization: NIAGARA FALLS RAPIDS
Contact person: SHAWN T. REILLY
Contact address: 1201 HYDE PARD BLVD.
NIAGARA FALLS, NY 14305
Contact phone: (716)298-5400
2. Number of total internships offered:
0 paid 8 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$____/hr ____ est. hours
4. Housing stipend: _____ Provides housing arrangements:
__ yes \$_____ X no __ yes X no
Provides any transportation:
__ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 1
Spring Semester (Jan-Apr) 2
Summer Semester (May-Aug) 5-6
Full Year (____-____) 0
Combination (____-____) 0
6. Intern will be responsible for:
X Sales X Facility Management/Operations
X Marketing/Promotions X Ticket Sales/Manager
__ Merchandising __ Other _____
7. Special requirements for this internship:
WE LOOK FOR LOCAL STUDENTS WITH AN ABILITY TO DEAL WITH PEOPLE AND A WILLINGNESS TO LEARN ALL FACETS OF THE OPERATION. THOUGH WE CAN'T PAY BECAUSE OF OUR SMALL SIZE, OUR INTERNS ARE A VITAL PART OF OUR SUCCESS AND IN TURN RECEIVE A COMPLETE TRAINING.

1. Name of Organization: PHILADELPHIA PHILLIES
 Contact person: JOHN WEBER
 Contact address: _____
 Contact phone: (215)463-5000 EXT 314

2. Number of total internships offered:
5 paid 0 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$5.50-7.50 /hr _____ est. hours

4. Housing stipend: Provides housing arrangements:
 ___ yes \$_____ X no ___ yes X no

 Provides any transportation:
 ___ yes X no

5. When internships are offered and how many:

Fall Semester (Sept-Dec)
 Spring Semester (Jan-Apr)
 Summer Semester (May-Aug)
 Full Year (Oct - Sept)
 Combination (Feb - Sept)

how many:
0
0
2 (PHONE CENTER)
2 (SALES OFFICE)
1 (TICKET OFFICE)

6. Intern will be responsible for:

X Sales
 ___ Marketing/Promotions
 ___ Merchandising

___ Facility Management/Operations
X Ticket Sales/Manager
 ___ Other _____

7. Special requirements for this internship:
SEND COVER LETTER AND RESUME. THERE IS ALSO A MARKETING INTERNSHIP... CALL JOHN FOR MORE INFORMATION.

1. Name of Organization: PITTSFIELD METS
Contact person: RICHARD LENFEST
Contact address: PO BOX 328
PITTSFIELD, MA 01202
Contact phone: (413)499-1914
2. Number of total internships offered:
0 paid 5 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$____/hr _____ est. hours
4. Housing stipend: _____ Provides housing arrangements:
___ yes \$_____ X no X yes ___ no
Provides any transportation:
___ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 0
Spring Semester (Jan-Apr) 2
Summer Semester (May-Aug) 3
Full Year (____-____) 0
Combination (____-____) 0
6. Intern will be responsible for:
X Sales X Facility Management/Operations
X Marketing/Promotions X Ticket Sales/Manager
X Merchandising X Other PUBLIC RELATIONS
7. Special requirements for this internship:
NO SPECIAL REQUIREMENTS, HOWEVER WE ENCOURAGE STUDENTS WHO WILL RECEIVE CREDITS.

1. Name of Organization: PRINCE WILLIAM CANNONS
 Contact person: PATRICK FILIPPONE, GM
 Contact address: PO BOX 2148
WOODBIDGE, VA 22193
 Contact phone: (703)590-2311

2. Number of total internships offered:
0 paid 7 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$5.00/hr 20 est. hours

4. Housing stipend: _____ Provides housing arrangements:
 yes \$_____ X no yes X no
 Provides any transportation:
 yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>7</u>
Summer Semester (May-Aug)	<u>7</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u> </u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u>X</u> Merchandising	<u>X</u> Other <u>PUBLIC/COMMUNITY</u> <u>RELATIONS</u>

7. Special requirements for this internship:
GOOD WRITING AND VERBAL COMMUNICAITON SKILLS, GOOD
ORGANIZAIONAL SKILLS, SELF STARTER AND THE ABILITY TO
WORK AS A TEAM PLAYER.

1. Name of Organization: RICHMOND BRAVES
Contact person: KEN CLARY
Contact address: PO BOX 6667
RICHMOND, VA 23230
Contact phone: (804)359-4444
2. Number of total internships offered:
6 paid 0 unpaid
3. A paid internship pays the following:
\$ 600/MONTH salary/stipend \$____/hr ____est. hours
4. Housing stipend: Provides housing arrangements:
__ yes \$_____ X no __ yes X no
Provides any transportation:
__ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 0
Spring Semester (Jan-Apr) 0
Summer Semester (May-Aug) 0
Full Year (____-____) 0
Combination (Feb - Oct) 6
6. Intern will be responsible for:
X Sales X Facility Management/Operations
X Marketing/Promotions X Ticket Sales/Manager
X Merchandising __ Other _____
7. Special requirements for this internship:
NONE

1. Name of Organization: ROCHESTER RED WINGS BASEBALL CLUB
 Contact person: WILL RUMBOLD, DIRECTOR OF OPERATIONS
 Contact address: SILVER STADIUM, 500 NORTON STREET
ROCHESTER, NY 14621
 Contact phone: (716)467-3000

2. Number of total internships offered:
0 paid 6-8 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr ____ est. hours

4. Housing stipend: Provides housing arrangements:
 ____ yes \$_____ X no ____ yes X no

 Provides any transportation:
 ____ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>1</u>
Spring Semester (Jan-Apr)	<u>2-3</u>
Summer Semester (May-Aug)	<u>3-5</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>X</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u>X</u> Merchandising	<u>X</u> Other <u>PR/MEDIA RELATIONS</u>

7. Special requirements for this internship:
IDEALLY WE PREFER BUSINESS/SPORTS MANAGEMENT MAJORS WITH A 3.0+, BUT THE INTERVIEW IS MOST IMPORTANT. ONE LEARNS MORE DURING AN INTERNSHIP THAN IN ANY TEXTBOOK; WE LOOK FOR OUTGOING, AMBITIOUS YOUNG PEOPLE WHO CAN GET RESULTS AND SHOW INITIATIVE. AN INTERVIEW ALLOWS US AN OPPORTUNITY TO LOOK FOR THESE QUALITIES IN A CANDIDATE.

1. Name of Organization: SALEM BUCCANEERS
 Contact person: DENNIS ROBARGE
 Contact address: PO BOX 842
SALEM, VA 24153
 Contact phone: (703)389-3333

2. Number of total internships offered:
0 paid VARIES unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr _____ est. hours

4. Housing stipend: _____ Provides housing arrangements:
 ___ yes \$_____ X no ___ yes X no

 Provides any transportation:
 ___ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>VARIES</u>
Summer Semester (May-Aug)	<u>VARIES</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u> </u> Sales	<u> </u> Facility Management/Operations
<u> </u> Marketing/Promotions	<u> </u> Ticket Sales/Manager
<u> </u> Merchandising	<u>X</u> Other <u>DUTIES VARY</u>

7. Special requirements for this internship:
THERE ARE NO SPECIAL REQUIREMENTS FOR THE INTERNSHIP,
BUT THE INTERN IS PAID FOR HIS/HER WORK DURING THE
GAMES.

1. Name of Organization: SCRONTON WILKES BARRE RED BARONS
 Contact person: BILL TERLECKY
 Contact address: PO BOX 3449
SCRONTON, PA 18505
 Contact phone: (717)963-6556

2. Number of total internships offered:
3 paid 1 unpaid

3. A paid internship pays the following:
\$500/MONTH salary/stipend \$____/hr ____ est. hours

4. Housing stipend: ____ yes \$____ X no Provides housing arrangements:
 ____ yes X no
 Provides any transportation:
 ____ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>2</u>
Summer Semester (May-Aug)	<u>2</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>X</u> Sales	____ Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
____ Merchandising	____ Other _____

7. Special requirements for this internship:
NONE

1. Name of Organization: SYRACUSE CHIEFS BASEBALL CLUB
 Contact person: JOHN SIMUVE
 Contact address: MACARTHUR STADIUM
SYRACUSE, NY 13208
 Contact phone: (315)474-7833

2. Number of total internships offered:
0 paid 5+ unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr _____est. hours

4. Housing stipend: _____ Provides housing arrangements:
 ___ yes \$_____ X no ___ yes X no

 Provides any transportation:
 ___ yes X no

5. When internships are offered and how many:

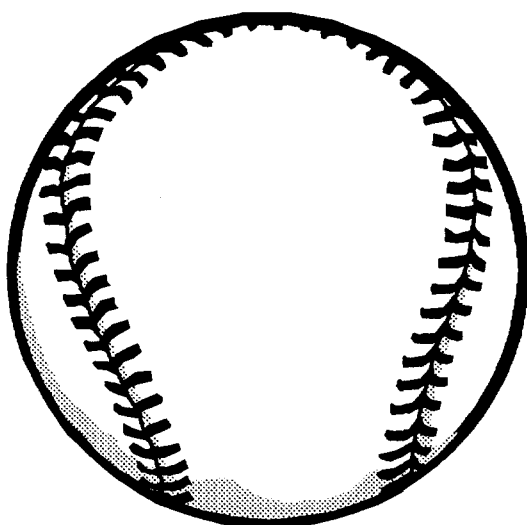
	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>3</u>
Summer Semester (May-Aug)	<u>3+</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>X</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u>X</u> Merchandising	___ Other _____

7. Special requirements for this internship:
INTEREST IN SPORTS - PARTICULARLY IN BASEBALL.

MIDWEST



BASEBALL

1. Name of Organization: AMERICAN ASSOCIATION
Contact person: BRANDON RICKEY
Contact address: 401 E. MCMILLAN
CINCINNATI, OH 45206
Contact phone: (513)281-8100
2. Number of total internships offered:
0 paid 1 unpaid
3. A paid internship pays the following:
\$_____ salary/stipend \$____/hr _____ est. hours
4. Housing stipend: _____ Provides housing arrangements:
___ yes \$_____ X no ___ yes X no
Provides any transportation:
___ yes X no
5. When internships are offered and how many:
how many:
Fall Semester (Sept-Dec) 0
Spring Semester (Jan-Apr) 1
Summer Semester (May-Aug) 1
Full Year (____-____) 0
Combination (____-____) 0
6. Intern will be responsible for:
___ Sales X Facility Management/Operations
___ Marketing/Promotions ___ Ticket Sales/Manager
___ Merchandising ___ Other _____
7. Special requirements for this internship:
NO FIXED REQUIREMENTS. BUSINESS OR PUBLIC RELATIONS
BACKGROUND IN GENERAL WITH COMPUTER EXPERTISE.

1. Name of Organization: CANTON-AKRON INDIANS
 Contact person: PETER THOMAS
 Contact address: 2501 ALLEN AVE SE
CANTON, OH 44707
 Contact phone: (216)456-5100

2. Number of total internships offered:
0 paid 13 unpaid

3. A paid internship pays the following:
 \$_____ salary/stipend \$____/hr _____est. hours

4. Housing stipend: _____ Provides housing arrangements:
 ___ yes \$_____ X no ___ yes X no

 Provides any transportation:
 ___ yes X no

5. When internships are offered and how many:

	how many:
Fall Semester (Sept-Dec)	<u>0</u>
Spring Semester (Jan-Apr)	<u>2-3</u>
Summer Semester (May-Aug)	<u>8-10</u>
Full Year (____-____)	<u>0</u>
Combination (____-____)	<u>0</u>

6. Intern will be responsible for:

<u>X</u> Sales	<u>X</u> Facility Management/Operations
<u>X</u> Marketing/Promotions	<u>X</u> Ticket Sales/Manager
<u>X</u> Merchandising	___ Other _____

7. Special requirements for this internship:
A DESIRE TO WORK IN BASEBALL, EXPERIENCE IN SALES, SPORTS, OR CONCESSIONS, ETC.